

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY BANGKOK PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, TH

SUBJECT: FOREIGN BUYER PROGRAM (FBP): VISIT OF
--- LT. GENERAL PRASART MOKKHAVES

REF: A. BANGKOK 2347; B. BANGKOK 4922;
--- C. BANGKOK 5480; D. STATE 4990;
--- E. STATE A-2270, MARCH 19, 1974
--- F. STATE A-3692, MAY 8, 1974

BEGIN SUMMARY: EMBASSY IS ASSURED COMMERCE WASHINGTON
STAFF AND FIELD PERSONNEL MADE EVERY EFFORT TO FACILITATE
GENERAL PRASART'S BUSINESS OBJECTIVES DURING HIS VISIT
TO U.S. FBP PROJECT OFFICER MADE REPEATED ATTEMPTS TO
SET UP APPOINTMENTS, OR ALTERNATES WHEN RECOMMENDED ONES
DID NOT MATERIALIZE, BUT THESE OFFERS WERE DECLINED BY
PRASART AS NOT FITTING HIS TIME SCHEDULE AND PLACES HE
WISHED TO VISIT. HIS DESIRE TO VISIT DAUGHTER IN ARIZONA
AND PLANNED EARLY RETURN TO THAILAND PRECLUDED FLEXIBLE
APPOINTMENT SCHEDULING.

1. FOLLOWING IS CHRONOLOGICAL SEQUENCE OF FACTS
SURROUNDING PRASART'S VISIT AS KNOWN TO FBP STAFF. UPON
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RECEIPT REF A, PROJECT OFFICER ALERTED COMMERCE DISTRICT

OFFICES (DO) NEW YORK AND PHOENIX. NEW YORK DO WAS REQUESTED TO CONTACT WASHINGTON PROJECT OFFICER UPON PRASART'S ARRIVAL. NEW YORK DO HAS NO RECORD OF THE GENERAL'S VISITING OR CALLING THAT OFFICE. PRASART VISITED COMMERCE/BIC, WASHINGTON, FRIDAY, MARCH 21. HAVING NO ADVANCE WARNING AS TO EXACT TIME OF PRASART'S ARRIVAL, PROJECT OFFICER WAS NOT IN OFFICE BUT ANOTHER OFFICER EXTENDED COURTESIES AND SERVICES, INCLUDING CALLS TO LOCAL PHARMACEUTICAL FIRMS AND OTHERS OF POSSIBLE INTEREST. FYI DEFINITE APPOINTMENTS ARE MADE ONLY AFTER ARRIVAL OF FOREIGN VISITOR DUE TO LARGE PERCENTAGE OF "NO SHOWS" (REF E). PHARMACEUTICAL COMPANIES RECOMMENDED IN JUSMAG BANGKOK LETTER FEBRUARY 28 HAD PROBLEMS IN SEEING PRASART IMMEDIATELY, I.E., MIFFLIN, MCCARNBRIDGE CO., RIVERDALE, MARYLAND, WAS WILLING TO SEE PRASART BUT SENIOR OFFICIALS WERE OUT OF TOWN AND ASKED THAT HE VISIT THEIR PLANT FOLLOWING WEEK. PRASART'S SCHEDULE PRECLUDED THIS DELAY. NATIONAL PHARMACEUTICAL MANUFACTURING CO., BALTIMORE, INDICATED THAT THEIR CURRENT INVENTORY AND OTHER PRESSING BUSINESS MADE IT DIFFICULT TO PROVIDE AN "EDUCATIONAL" TOUR FOR PRASART. PROJECT OFFICER THEN OFFERED TO SET APPOINTMENTS WITH AMERICAN COMPANIES IN OTHER AREAS SUCH AS CHICAGO BUT AGAIN PRASART DECLINED STATING HE MUST CUT HIS TRIP SHORT AND COULD NOT CHANGE HIS ITINERARY. HE EXPRESSED NO DISAPPOINTMENT IN THIS DEVELOPMENT AND APPEARED TO APPRECIATE ALL THE EFFORTS BEING MADE IN HIS BEHALF.

2. THE ONLY OTHER FIRM OF INTEREST TO PRASART WAS COPERSTATE BATTERY MANUFACTURING CO. IN THE PHOENIX, ARIZONA AREA. COMMERCE DISTRICT OFFICE PHOENIX WAS ALERTED TO SET UP AN APPOINTMENT. SUBSEQUENTLY, PHOENIX DO CONTACTED PRASART DIRECTLY AT THAI EMBASSY, WASHINGTON, INDICATING COPERSTATE HAD MOVED ITS MANUFACTURING OPERATIONS TO CALIFORNIA AND THAT NO BATTERY MANUFACTURERS WERE LOCATED IN PHOENIX AREA. DISTRICT OFFICE OFFERED ASSISTANCE FOR APPOINTMENTS WITH FIRMS IN PHOENIX AREA FOR OTHER PRODUCTS OF INTEREST, BUT PRASART DECLINED, STATING HE WISHED ONLY TO VISIT HIS DAUGHTER IN FLAGSTAFF.

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3. UPON RECEIPT OF REF B., PRASART WAS AGAIN CONTACTED AT THAI EMBASSY BY WASHINGTON STAFF SUGGESTING OTHER POTENTIAL APPOINTMENTS WITH BATTERY MANUFACTURERS IN LOS ANGELES AREA, AND OFFERING TO LOCATE FIRMS IN

CALIFORNIA FOR OTHER PRODUCTS OF INTEREST. HE DECLINED THIS ASSISTANCE STATING HE WOULD BE VISITING DAUGHTER IN FLAGSTAFF AND WANTED TO RETURN HOME SHORTLY.

4. IN A FURTHER ATTEMPT TO ASSIST PRASART, FBP STAFF CONTACTED MAJOR JAMES SEBOLKA, USAF, PENTAGON, WHO WAS MEETING PRASART SOCIALLY, TO ASCERTAIN IF ADDITIONAL COMMERCE HELP COULD BE EXTENDED. SEBOLKA AGREED TO DISCUSS MATTER WITH PRASART AND TO ADVISE IF FURTHER ASSISTANCE WAS DESIRED BUT NEVER CALLED BACK.

5. COMMERCE IS AWARE OF COMMERCIAL OFFICER'S POSITION ABROAD IN WORKING WITH LOCAL COMMUNITY, AND SYMPATHETIC TO FRUSTRATIONS OFTEN ENCOUNTERED. UNFORTUNATELY, COMMERCE LIMITED RESOURCES PRECLUDE "RED CARPET" TREATMENT FOR ANY INDIVIDUAL VISITORS, I.E., MEETING AT AIRPORT, ESCORTING TO APPOINTMENTS, ETC., EVEN THOUGH THERE IS A BONA FIDE INTENT TO BUY U.S. EQUIPMENT. WE BELIEVE ALL POSSIBLE WAS DONE TO ASSIST PRASART UNDER CIRCUMSTANCES AND WERE READY TO DO MORE, HAD HE WISHED. KISSINGER

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